



# CISCO 700-020 VSE STUDY GUIDE PDF

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**Cisco Video Sales Essentials Certification Questions & Answers**

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[Details of the Exam-Syllabus-Questions](#)

**700-020**

**Cisco Video Collaboration**

**55-65 Questions Exam – Variable (750-850 / 1000 Approx.) Cut Score –  
Duration of 90 minutes**

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## Table of Contents:

Get an Overview of the 700-020 VSE Certification: .....	2
Why Should You Earn the Cisco 700-020 Certification?.....	2
What Is the Cisco 700-020 Video Sales Essentials Certification Exam Structure? .....	2
Enhance Knowledge with 700-020 Sample Questions: .....	3
What Study Guide Works Best in Acing the Cisco 700-020 Video Sales Essentials Certification? .....	6
Explore the Syllabus Topics and Learn from the Core: .....	6
Make Your Schedule: .....	6
Get Expert Advice from the Training: .....	6
Get Access to the PDF Sample Questions: .....	6
Avoid Dumps and Utilize the Cisco 700-020 Practice Test: .....	6

## Get an Overview of the 700-020 VSE Certification:

Who should take the [700-020 exam](#)? This is the first question that comes to a candidate's mind when preparing for the Video Sales Essentials certification. The 700-020 certification is suitable for candidates who are keen to earn knowledge on the Channel Partner and Other and grab their Cisco Video Collaboration. When it is about starting the preparation, most candidates get confused regarding the study materials and study approach. But 700-020 VSE study guide PDF is here to solve the problem. 700-020 PDF combines some effective sample questions and offers valuable tips to pass the exam with ease.

## Why Should You Earn the Cisco 700-020 Certification?

There are several reasons why one should grab the 700-020 certification.

- The Video Sales Essentials certification proves to be one of the most recognized certifications.
- The certification badge proves the knowledge of the candidate regarding subject matters and makes his resume presentable to potential candidates.
- Thus earning the [Cisco Video Collaboration](#) is a powerful qualification for a prosperous career.

## What Is the Cisco 700-020 Video Sales Essentials Certification Exam Structure?

Exam Name	Cisco Video Sales Essentials
Exam Number	700-020 VSE
Exam Price	\$80 USD
Duration	90 minutes
Number of Questions	55-65
Passing Score	Variable (750-850 / 1000 Approx.)
Recommended Training	<a href="#">Cisco Video Sales Essentials (VSE)</a>
Exam Registration	<a href="#">PEARSON VUE</a>

Sample Questions	<a href="#">Cisco 700-020 Sample Questions</a>
Practice Exam	<a href="#">Cisco Video Collaboration Practice Test</a>

## Enhance Knowledge with 700-020 Sample Questions:

### Question: 1

Which WebEx Center has polling and break out rooms?

- a) Support Center
- b) Meeting Center
- c) Event Center
- d) Training Center

**Answer: d**

### Question: 2

What can a Cisco solution enable a travel leader line of business customer to do?

- a) Keep employees up-to-date on regulatory requirements.
- b) Provide a face-to-face experience that makes the work stream productive.
- c) Improve access to primary and specialist caregivers.
- d) Improve supply chain agility through improved partner and supplier relationships via face-to-face video.

**Answer: d**

### Question: 3

How can you address a customer's previous investment in Microsoft Skype for Business?

- a) Show them that Jabber is better than Skype.
- b) Explain that Skype for Business cannot meet all of their needs, and they will eventually have to "rip and replace".
- c) Explain that Cisco's video solutions interoperate with most devices including Skype for Business, so they won't have to "rip and replace".
- d) Offer to cut your price.

**Answer: c**

**Question: 4**

Which Spark package supports meetings up to 200 people powered by WebEx and 25 people powered by Spark?

- a) Plus, or M1
- b) Premium, or M3
- c) Meeting Center
- d) Advanced, or M2

**Answer: a**

**Question: 5**

How does Cisco make work streams easier after a meeting?

- a) Calendars store meeting notes.
- b) All meetings are automatically recorded.
- c) A persistent virtual meeting room is established.
- d) Each Cisco system comes with 10 hours of remote meeting management.

**Answer: c**

**Question: 6**

According to PWC, how many patients are willing to meet with a physician on video?

- a) 30%
- b) 50%
- c) 80%
- d) 60%

**Answer: c**

**Question: 7**

Where can you find links to upcoming informational webinars, training resources, and other helpful partner resource links?

- a) Cisco Collaboration Community
- b) Collaboration Page for Partners
- c) Refresh Collab Website
- d) Project Workplace

**Answer: b**

**Question: 8**

Where can you show your customers how Cisco Collaboration products fit into different scenarios and experiences?

- a) RCisco Collaboration Community
- b) Collaboration Page for Partners
- c) Project Workplace
- d) Refresh Collab Website

**Answer: d**

**Question: 9**

What is a common government or public sector industry need?

- a) Addressing higher citizen expectation for communications, services and information access.
- b) Providing lifelong learning opportunities.
- c) Addressing cost, quality and access to healthcare for patients.
- d) Streamlining production processes for more efficient supply chains.

**Answer: a**

**Question: 10**

What is a vertical approach to selling?

- a) Selling to a line of business, regardless of industry.
- b) Selling to friends and family.
- c) Selling based on common industry needs.
- d) Selling to IT.

**Answer: a**

## What Study Guide Works Best in Acing the Cisco 700-020 Video Sales Essentials Certification?

The 700-020 VSE study guide is a combination of some proven study tips and the combination of all valuable study materials like sample questions, syllabus and practice tests in one place.

### Explore the Syllabus Topics and Learn from the Core:

If you are determined to earn success in the Video Sales Essentials exam, getting in full touch of the [syllabus](#) is mandatory. During preparation, you might not like all syllabus sections or topics, but try to get at least the fundamental knowledge from the sections you don't like. The more you possess knowledge on all syllabus sections, the more is the chance to attempt maximum number of questions during the actual exam.

### Make Your Schedule:

Studying and completing the syllabus becomes easier, if you work on the syllabus topics after making a schedule. Your syllabus must mention what areas you want to cover and within what time. Once you make a schedule and follow it regularly, syllabus completion becomes easier and preparation becomes smoother.

### Get Expert Advice from the Training:

Do not forget to join the Cisco 700-020 training if it is providing any. Training enhances the practical knowledge of a candidate, which helps them to work well in the practical field during projects.

### Get Access to the PDF Sample Questions:

If your study material is in a [PDF format](#) or the materials are mobile-friendly, what could be better than that? Get access to the free sample questions and keep enhancing your knowledge beyond the syllabus.

### Avoid Dumps and Utilize the Cisco 700-020 Practice Test:

Why should you rely on practice tests? The reason is simple: you must get familiar with the exam pattern before reaching the exam hall. An aspirant aware of the exam structure and time management during the exam preparation can perform

well in the actual exam and attempt the maximum number of questions during the exam.

Many aspirants prefer to read from dumps, but they miss out on the self assessment method. Therefore, 700-020 practice tests always stand out to be the better choice than dumps PDF.

### **Avail the Proven 700-020 Practice Test for Success!!!**

Do you want to pass the 700-020 exam on your first attempt? Stop worrying; we, NWExam.com are here to provide you the best experience during your Cisco Video Sales Essentials preparation. Try out our free mock tests to get a glimpse of our quality study materials, and build your confidence with the premium [700-020 practice tests](#). Our expert-designed questions help you to improve performance and pass the exam on your first attempt.